

**UNITED STATES
DEPARTMENT OF AGRICULTURE**

**2013
SMALL BUSINESS
SUBCONTRACTING OPPORTUNITIES
DIRECTORY**

**OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION
ROOM 1085- SOUTH BUILDING
WASHINGTON, D. C. 20250
WWW.USDA.GOV/OSDBU**

INTRODUCTION

It is the legislated policy of the Federal Government that small businesses small disadvantaged businesses, women-owned small businesses, *HUBZone small businesses, veteran-owned small businesses, and service-disabled veteran owned small businesses shall have the maximum practicable opportunity to participate in the performance of Federal contracts. Federal contractors are required to carry out this policy in the awarding of subcontracts to the fullest extent consistent with the efficient performance of the contract.

Public Law 95-507 requires contractors (except small business concerns) receiving a Federal contract exceeding \$650,000 (\$1,500,000 for construction), which offers subcontracting possibilities, to establish subcontracting plans and goals that provide maximum contracting opportunities for the various categories of small business concerns. Government-wide goals have been established as five percent for small disadvantaged businesses, five percent for women-owned small businesses, three percent for HUBZone certified small businesses, and three percent for service-disabled veteran-owned small businesses; these goals pertain to the agency's total value of all prime contract and subcontract awards for each fiscal year.

The subcontracting program is governed by the Small Business Act, as amended, and the implementing procurement regulations are contained at the Federal Acquisition Regulations (FAR) Part 19, Subparts 19.7 and 19.12 and Part 44.

A subcontracting plan, required of large businesses prime contractors with contracts meeting the thresholds, provides for the establishment of goals. Subcontracting plans also contain other provisions to ensure that the potential capabilities of small business, small disadvantaged business, women-owned business, HUBZone small business, veteran-owned small business and service-disabled veteran-owned small business concerns are fully considered for use. The plan may apply to a specific contract requirement or the entire production of a commercial product. In establishing subcontracting goals, the contractor may include all purchases that contribute to the performance of the contract, including a proportionate share of the product or service costs which are normally allocated as indirect costs. A company official is appointed to administer the plan.

This subcontracting directory has been prepared by the U. S. Department of Agriculture's Office of Small and Disadvantaged Business Utilization (OSDBU) to provide general information and guidance to small business concerns seeking business opportunities with USDA prime contractors. It identifies the contractors who do business with USDA, the prime contract number(s), the company's major product/service line, the company's Small Business Liaison Officer (SBLO), and the types of subcontracting opportunities that are available. The SBLO is the person to contact regarding upcoming subcontracting opportunities. If there are no immediate subcontracting opportunities in your areas of expertise, you should inquire about commercial prime contracting opportunities. Contract numbers are not provided for contractors

who have several prime contracts with USDA, but rather the frequency of the procurements is identified.

OSDBU was created to provide leadership and guidance on the small and disadvantaged business programs for USDA. OSDBU is responsible for implementing the procurement programs under Sections 8 and 15 of the Small Business Act, as amended, and has oversight responsibility on all matters pertaining to such programs including subcontracting.

Subcontracting is a major area where small business, small disadvantaged business, women-owned small business, HUBZone small business, veteran-owned small business and service-disabled veteran-owned business concerns can substantially impact the Federal small business programs. Each of the contracting agencies has a designated small business specialist to carry out the programs at the operational level. The name and telephone number of the agency small business specialist is listed at the end of each section.

THE USDA MARKETPLACE

The contracting function at USDA is highly decentralized; there are 11 major contracting agencies and more than 200 field procurement offices. The majority of large procurements requiring a subcontracting plan take place at the headquarters levels or at major designated procurement centers.

Approximately 50 percent of USDA's procurement budget is spent purchasing food commodities in support of various domestic and export feeding programs. It is not surprising, therefore, that the largest percentage of the subcontracting activity is carried out by food commodity contractors.

USDA establishes goals for prime contracting and subcontracting dollars to be awarded. Prime contractors are encouraged to seek innovative ways to increase the participation of small business concerns in USDA procurements. To the extent feasible, major negotiated acquisitions will contain evaluation criteria provisions which take into consideration the prime contractor's efforts and the extent of subcontracting with small business concerns. OSDBU is actively involved in the review of subcontracting plans.

To obtain more information on a specific contractor or to inquire about additional subcontracting opportunities, please contact the prime vendor's Small Business Liaison Officer or the USDA Contracting Agency Small Business Specialist. The Small Business Specialists are listed at the end of each section. You may also contact the USDA Subcontracting Program Analyst, Russell Avalos at Russell.Avalos@dm.usda.gov.

AGRICULTURAL MARKETING SERVICE (AMS)

Commodity Procurement Staff

Fruit and Vegetables

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years)	Dollar Amount ¹
Seneca Foods Corp. 3736 South Main Street Marion, NY 14505	Jeffrey L. Van Riper Controller and Secretary (315) 926-8131 jvanriper@senecafoods.com	Canned Fruit	Raw vegetables, parts, labels, outside hardware supplies, pallets, plumbing and electrical supplies, machine work, strapping, dunnage, packaging materials, office supplies, transportation, raw fruit, warehousing, construction projects, maintenance and production and, cleaning supplies, land rental, printing supplies, space planning, chemicals, and miscellaneous	4100001044	\$3,814,679
Allens, Inc. 305 E. Main Street Siloam Springs, AR 72761	Roderick L. Allen Chairman/CEO (479) 524-6431 ext. 210 rallen@allens.com	Canned Vegetables	Cans, boxes, pallets and raw vegetables, office supplies, fuel, maintenance and industrial equipment	4100001050	\$1,554,595

Aunt Kitty's Foods, Inc. P.O. Box 334 Hanover, PA 17331	Agnella Redding Senior Buyer & Small Business Liaison (717) 633-3996 nellie.redding@hanoverfoods.com	Canned Vegetables	Vegetables, transportation, instrumentation, office equipment, ingredients, machine parts, pipe fittings, contracting services, advertising, and storage.	4100001314	\$3,038,904
Del Monte Corporation One Market @ The Landmark San Francisco, CA 94105	Lauren Waldorf Senior Manager, Strategic Procurement (412) 222-8443 Lauren.Waldorf@Delmonte.com	Canned Fruit	Lawn care, temporary labor, and IT services	4100001002	\$2,345,499
Clement Pappas and Co. Inc. One Collins Drive Suite 200 Carneys Point, NJ 08069	Madeline Gonzalez Food Service Business Analyst (800) 257-7019 ext. 7365 mgonzalez@clementpappas.com	Bottled Juice	Cranberry growers, packaging, freight, raw materials and ingredients, storage, temporary labor staffing	4100002114	\$905,556
Heinz Frozen Food 175 NE 6th Avenue Ontario, OR 97914	David W. Simmons Director- West Coast Operations (412) 237-9741 david.simmons@hjheinz.com	Frozen Vegetables	Food components /ingredients: raw potatoes, batters, oils and other ingredients; packaging materials: packaging film and cases; factory infrastructure: roofing, walls, flooring, ventilation; support businesses: security janitorial and	4100001235	\$2,208,597

			landscaping; capital projects: utilization of plumbing, electrical and general construction contractors; multiple vendors to support factory departments: cleaning chemicals, mechanical parts to support manufacturing equipment and lubrication companies		
Ocean Spray Cranberries, Inc. One Ocean Spray Drive Lakeville, Middleboro, MA 02349	Michael Curran Marketing Manager, Special Markets (508) 923-3904 mcurran@oceanspray.com	Canned Fruit	Procurement of fruit- as a farmer's cooperative, our cranberry fruit supply and grapefruit supply comes from small growers. Purchase of goods and services (office supplies, maintenance services, manufacturing goods and services, trucking services)	4100002598	\$11,231,225
Red Gold, LLC P.O. Box 83 Elwood, IN 46036	Gary M. Buck Cost Analyst (765) 557-5500 ext. 1162 gbuck@REDGOLD.com	Canned Vegetables	Tomatoes, tomato paste, other ingredients, cans, bottles, labels and cartons, other	4100001322	\$ 1,373,039

			packaging, office supplies and other services		
Olam Tomato Processors 205 E. River Park Circle Suite 310 Fresno, CA 93720-1572	Beth Clare CSM Manager & Bid Coordinator (559) 446-6472 beth.clare@olamnet.com	Canned Vegetables	Goods and services for processing tomato products, truck hauling, growers, ingredient suppliers, maintenance to plant, material suppliers, cleaning service, gardening service, etc.	4100000886	\$1,789,914
Hanover Foods Corporation P.O. Box 334 Hanover, PA 17331	Wendy Smith Buyer (717) 633-3996 wsmith@hanoverfoods.com	Frozen Vegetables	Vegetables, transportation, instrumentation, office equipment, ingredients, machine parts, pipe fittings, contracting services, advertising, and storage	4100000907	\$747,780
The Neil Jones Food Company 1701 W. 16th Street Vancouver, WA 98666	Bradley Dean Purchasing Director (360) 696-4356 ext. 1136 bradld@njfco.com	Canned Fruit	Food ingredients, packaging, maintenance supplies, maintenance services, janitorial services, office supplies and professional services	4100000697	\$973,264
J.R. Simplot Company 6360 S. Federal Way Boise, ID 83716	Brent Moylan VP & Food Group Controller (208) 384-8344 brent.moylan@simplot.com	Fresh Vegetables	Bulk fresh potatoes, uniforms, hand tools, two way radios, knife	4100003055	\$984,500

			sharpening, and janitorial service		
Sun-Maid Growers of California 13525 S. Bethel Avenue Kingsburg, CA 93631	Nirmal Pattar Purchasing Manager (559) 897-6302 npattar@sunmaid.com	Dried Fruit	Raisins and other dried fruits from non-member growers, supplies such as pallets, printed forms and machine parts	4100003043	\$1,041,786
McCain Foods USA, Inc. 2275 Cabot Drive Lisle, IL 60532	Calvin Eakins Manager, Supplier Diversity (630) 857-4390 calvin.eakins@mccain.com	Fresh Vegetables	Vegetable growers and processing, other food ingredients, transportation and warehousing, packaging, and other supporting services	4100003057	\$890,400
Dole Packages Foods, LLC 7916 Bellevue Road Atwater, CA 95301	Jon Rodacy Vice-President/General Manager (209) 356-6120 jon.rodacy@dole.com	Frozen Fruit	Suppliers of fresh strawberries, apricots, and freestone peaches for freezing, packaging materials, trucking, laundry services, paper supplies, maintenance, and labor contracting	4100003208	\$2,052,642
Hoopeston Foods, Inc. 201 Travelers Trail Suite 202 Burnsville, MN 55337	Corey Hoerning Senior VP/General Manager (952) 854-0903 ext. 203 choerning@hoopestonfoods.com	Canned Vegetables	Manufacturing supplies, sanitation supplies, and outsourced mechanical work	4100003477	\$911,497

Con Agra Foods, Inc. 9 ConAgra Dr., MS 9-290 Omaha, NE 68102	Angela M. Griffith Supplier Diversity Manager (402) 240-6227 angela.griffith@conagrafoods.com	Fresh Vegetables	Commodities, ingredients, services, equipment, IT, transportation, and co- manufacturing	4100000982	\$667,008
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^{1/}Total estimated dollar value of contracts is based on last year's business activity.

AGRICULTURAL MARKETING SERVICE (AMS)

Poultry

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) ¹	Dollar Amount ²
Tyson Foods, Inc. 2200 Don Tyson Parkway CP351 Springdale, AR 72762	Heather Chilson Director/Corporate Services (479) 290-4621 heather.chilson@tyson.com	Bulk Chicken	Chicken, beef, pork and/or further processed items	4100001386	\$6,619,377
Jennie-O Turkey Store 2505 Willmar Avenue SW Willmar, MN 56201	Matthew J. Swigerd Director of Purchasing (320) 231-7136 mjswigerd@j-oyts.com	Bulk Turkey	Packaging (labels and tape), ingredients, Maintenance Repair Parts as applicable to our company, catering, lawn care and office cleaning	4100001150	\$9,768,038
Southern Hens, Inc. 329 Moselle Seminary Road P.O. Box 8000 Moselle, MS 39459	John Comino General Manager (601) 582-2262 jcomino@southernhens.com	Canned Chicken	Live birds, catching/hauling of birds, packaging supplies/CO2, other plant supplies, maintenance supplies, service contracts, and commercial trucking	4100001437	\$2,229,750
Pilgrim Pride Corporation, 1770 Promontory Circle Greeley, CO 80634	Tim Thomas Head of Procurement (970) 506-7899 Tim.Thomas@jbssa.com	Processed Chicken Products	Rendering equipment and repairs, welding service, poultry cages and equipment, plumbing services and supplies, feed ingredients, air conditioning services, and trucking services	4100001342	\$2,695,449

OK Foods, Inc. 4601 North 6th Street Fort Smith, AR 72904	Wes Allen Director of Commodity Sales (479) 784-1394 wallen@okfoods.com	Processed Chicken Products	Operating and maintenance supplies, growing services, transportation, storage, packing and ingredients	4100001460	\$1,438,401
Keystone Foods, LLC, 6767 Old Madison Pike Building 5, Suite 500 Huntsville, AL 35806	Terry Fulks Financial Analysis Manager (256) 964-1016 terry.fulks@keystonefoods.com	Processed Chicken Products	Direct, indirect, and operating services and materials that are conducive to Small Business suppliers	4100001031	\$2,519,579
Virginia Poultry Growers Cooperative, Inc. 6349 Rawley Pike P.O. Box 228 Hinton, VA 22831	Rex Moyers Purchasing Manager (540) 867-4056 rmoyers@vapgc.vcom	Turkey Products	Cleaning offices, laundry services, some packing, supplies, pest control, transportation, and wooden pallets	4100001355	\$716,800
Crider, Inc. P.O. Box 398 Stillmore, GA 30464	Thomas Wilson Director of Purchasing (912) 562-9145 twilson@criderinc.com	Processed Chicken Products	Professional services, packaging supplies, ingredient supplies, capital purchases and meat purchases	4100001426	\$1,715,600
Cooper Farms Processing One Cooper Farms Drive St. Henry, OH 45883	Roger Wellman Director of Value Add/Supply Chain (419) 763-4107 rogerw@cooperfarms.com	Turkey Products	Repair, supply, pallets, lawn service, office supplies, vending service, temp service, lift truck maintenance, catering, welding service, trucking companies, and vehicle	4100001138	\$683,260

			maintenance		
Tip Top Poultry 327 Wallace Road Marietta, GA 30062	Denise Elrod Director of Purchasing (770) 973-8070 Denise.Elrod@tiptoppoultry.com	Processed Chicken Products	Packaging, PPE supplies, maintenance supplies/service, processing supplies/service, fuel, office supplies, and sanitation supplies/service	4100001271	\$1,106,600
House of Raeford Farms, Inc. 520 E. Central Avenue Raeford, NC 28376	Mike Ptak Commodity Manager (910) 878-4280 mike.ptak@houseofraeford.com	Turkey Products	Catering, trucking, office supplies, maintenance, repairs, cleaning, etc.	4100001545	\$1,098,500

^{1/}All purchases are made on a bi-weekly basis

^{2/}Total estimated dollar value of contracts is based on last year's business activity.

AGRICULTURAL MARKETING SERVICE (AMS) Livestock and Seed

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) ¹	Dollar Amount ²
Heartland Catfish Co. 55001 Highway 82 West Itta Bena, MS 38941	Ric Perkins General Manager (334) 624-4021 rperkins@heartlandcatfish.com	Seafood Products	Corrugated packaging materials, flexible film packaging materials, label stock, refrigerated transportation services, office supplies, and janitorial supplies	4100000944	\$1,182,000

Cargill Meat Solutions Corp 151 N. Main Street Wichita, Kansas 67202	Mike Kennedy Business Strategic Sourcing (316) 291-2529 mike_kennedy@cargill.com	Fresh Beef	Capital equipment, warehouse & storage, ingredients, pallets, cold chain management, marketing services, IT/communications, transportation, and packaging	4100000919	\$1,132,008
American Foods Group 2209 Jefferson Street Suite 301 Alexandria, MN 56308	Louie Kohlbeck Group VP Fresh Meats (920) 436-6330 lkohlbeck@americanfoodsgroup.com	Fresh Beef	Live cattle, office supplies, pallets, sanitation services, repair and general material supplies, etc.	4100002295	\$1,704,400
JBS Swift & Company 1770 Promontory Circle Greeley, CO 80634	Rose Anna Talamantes Small Business Liaison Officer (800) 234-2560 Rose.Talamantes@jbssa.com	Pork Products	Packaging supplies, machinery & equipment, transportation, mechanical supplies, employee safety supplies, janitorial services, chemical services, pest control services, office supplies, and building trade contractors	4100002267	\$693,374
Trident Seafoods Corporation 5303 Shilshole Ave. NW Seattle, WA 98107	Joseph C. Misenti, Jr. VP, Admin. & Human Resources (206) 297-6559 jmisenti@tridentseafoods.com	Seafood Products	Repair and maintenance, fuel, transportation, packaging and ingredients	4100001033	\$2,051,179
Clougherty Packing, LLC 3049 East Vernon Avenue Vernon, California 90058	Pati Brown Director of Purchasing (323) 583-4621 ext. 314 pabrown@farmerjohn.com	Pork Products	Packaging, direct supplies, mechanical supplies, services, indirect spend, freight, and capital	4100001100	\$1,010,520

Farmland Foods Incorporated 11500 Ambassador Drive Suite 500 Kansas City, MO 64163	Jason Hudson Director of Corporate Purchasing (816) 243-3300 jlhudson@farmland.com	Pork Products	Chemicals, seasonings, packaging, process papers, print cartridges, ribbon, and PPE	4100001008	\$1,839,639
Caviness Beef Packers, Ltd. 4206 E. Amarillo Boulevard Amarillo, TX 79107	Trevor Caviness Plant Manager (806) 372-5781 trevor@cavinessbeef.com	Beef Products	Raw materials, packaging supplies, freight service, supplies (plant/office) and maintenance/repairs (supplies, service)	4100000971	\$4,217,262
Pinnacle Foods Group, LLC 2467 Henry Ladyn Drive Fort Madison, IA 52627	Janelle Noll Business Development Manager (319) 463-6294 Janelle.Noll@pinnaclefoods.com	Canned Beef	Beef, vegetables, spices, packaging materials, plant maintenance items, office supplies, uniform services, lawn care, and trucking	4100001224	\$4,583,070
Creekstone Farms Premium Beef, LLC 604 Goff Industrial Park Road Arkansas City, KS 67005	Tom Minton Controller (620) 741-3154 tminton@cfpbeef.com	Beef Products	Cleaning services, procurement, and maintenance	4100001326	\$1,729,200
Consolidated Catfish Company, LLC 299 South Street Isola, MS 38754	David Gray Chief Financial Officer (662) 962-3101 dgray@countryselect.com	Seafood Products	Fish and farming thereof, refrigeration/storage, logistics, labels, packaging, and general supplies	4100001096	\$1,044,000
Lakeside	Dave Greenwood	Canned	Beef, pork, cans,	4100001611	\$3,522,319

Foods, Inc. 808 Hamilton Street P.O. Box 1327 Manitowoc, WI 54221	Director of Human Resources (920) 684-3356 ext. 2295 dgreenwood@lakesidefoods.com	Meat	cartons, stretch/shrink wrap, pallets, inks, glues, and trucking		
Harris Ranch Beef Company 16277 S. McCall Avenue Selma, CA 93662-6458	Kathleen A. Harrington Senior Accountant (559) 896-3081 ext. 5268 kharrington@harrisranch.com	Beef Products	Maintenance, marketing, janitorial service, transportation, canteen services, pallets and ingredients	4100003367	\$1,078,400
Hormel Foods Corporation 1 Hormel Place Austin, MN 55912	Melanie Faust Director of Purchasing (507) 437-5307 mfaust@hormel.com	Canned Beef	Packaging, direct supplies, mechanical supplies service, freight, IT, labels, cartons, food grade chemical, MRO and service	4100004029	\$1,581,015

^{1/} All purchases are made on a bi-weekly basis

^{2/} Total estimated dollar value of contracts is based on last year's business activity.

Dianna Price, Agricultural Marketing Service
Commodity Procurement Staff
Small Business Specialist
Dianna.Price@ams.usda.gov

Farm Service Agency

**Commodity Operations
Domestic Procurement Division
Dairy and Multi-food Branch
Fiscal Year 2013 Subcontracting Opportunities Directory**

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote below)	Dollar Amount
AMPI (Associated Milk Producers) 301 Brook St. P.O. Box 240 Portage, WI 53901	Don Weideman 608-742-2114 weidemad@ampi.com	Process Cheese	Packaging supplies, Ingredients, Cheese, Trucking	6 7	Commercial
ConAgra Foods, Inc. 9 ConAgra Dr, 9-220 Omaha, NE 68102	Doug McCommins Doug.McCommins@conagrafoods.com	Mozzarella Cheese	Commodity purchases, maintenance and repairs, corporate employee services, transportation	6	Commercial
Dairy Farmers of America One Ambassador Plaza 10525 N. Ambassador Drive Kansas City, MO 64153	Kelly Schmidt 417-865-7100 kschmidt@dfamilk.com	Cheese	Packaging supplies, Milk, Ingredients, Trucking	6 7	Commercial
Davisco Foods International 704 N Main St. LeSueur, MN 56058	Ivan Beck 605-785-3683 ivan.beck@daviscofoods.com	Cheese	Packaging supplies and freight	6	Commercial

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote below)	Dollar Amount
Land O'Lakes 4001 Lexington Ave. North Arden Hills, MN 55126	Tom Narigon 651-481-2013 TANarigon@Landolakes.com rwmako@landolakes.com	Cheese	Supplies, Ingredients, Repairs	6 7	Commercial
Leprino Foods 1830 West 38 th Avenue P.O. Box 173400 Denver, CO 80217	Steven Pearce 303-480-2904 spearce@leprinofoods.com	Cheese	Milk, Packaging, Materials, Cheese making ingredients	6 7	Commercial
Nestle USA. 800 N. Brand Blvd. Glendale, CA 91203	Karen Blackwell 440-498-7940 Karen.Blackwell@us.nestle.com	Evaporated Milk	Packaging supplies, Vitamins, Minerals, Transportation	4	Commercial
Saputo Cheese USA Inc. 25 Tri-State Int'l Office Lincolnshire, IL 60069	John Douglas 301-678-6325 jdouglas@saputo.com	Mozzarella Cheese	Ingredients, Packaging	6	Commercial

**Farm Service Agency
Commodity Operations
Domestic Procurement Division
Processed Commodities Branch
Fiscal Year 2013 Subcontracting Opportunities Directory**

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote)	Dollar Amount
ADM Refined Oils Div. 4666 Faries Parkway PO Box 1470 Decatur, IL 62525-1820	Tracey Wilber 217-451-2884 Tracey.Wilber@adm.com	Vegetable Oil Products	Freight	3 8	Commercial
American Italian Pasta Co (AIPC) Briarcliff One Suite 200 4100 N. Mulberry Drive Ste. 200 Kansas City, MO 64119-1696	Patty Rice 816-584-5291 price@aipc.com	Pasta	Grain Merchant, Packaging supplies, Plant maintenance, Office supplies, Raw materials	4 8	Commercial
AmeriCold Services, LLC 10 Glenlake Parkway South Tower, Suite 800 Atlanta, GA 30328	Rusty Gregory 770-604-4286 rgregory@amclog.com	Transportation services	Intra & Interstate transportation services	8	Commercial
Dakota Growers Pasta Company Inc., a subsidiary of Viterra Inc. 1 Pasta Avenue Carrington, ND 58421	Sherry Roller Phone: 701-652-4854 Fax 1-866-833-8461 Sherry.Roller@viterra.com www.viterra.com www.dakotagrowers.com	Pasta	Energy, Raw, Materials, Mechanical Parts, Manufacturing, Supplies, Specialized Services	4 8	Commercial

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote)	Dollar Amount
Kellogg Company One Kellogg Square 67 W Michigan Ave Battle Creek, MI 49016	Debra Quade 269-961-2316 Debra.Quade@kellogg.com	Cereals	Packaging, Printing, Office supplies, Raw materials, Transportation	4 8	Commercial
MOM Brand Foods 20802 Kensington Blvd Lakeview, MN 55644	Kirk Lewis 952-322-8220	Cereals Manufacturing	Brown Sugar, Construction, Power Transmission, Wheat Products, Honey, Construction Containment	4 8	Commercial
Post Foods LLC. 1 Upper Pond Road, Bld. E. Floor 2 Parsippany, NJ. 07054	Al Miano 973- 658-2454 Al.Miano@Postfoods.com Charlie Marshall 973-658-2455 Charlie.Marshall@PostFoods.com	Cereals	Cereals	4 8	Commercial
Producers Rice Mill Suite 925 523 Louisiana Street Little Rock, Arkansas 72201-5773	Kent Lock wood 501-673-4444 KLockwood@ProducersRice.com	Rice	Raw materials, Transportation	8	Commercial

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote)	Dollar Amount
Provena Foods DBA Royal Angelus Macaroni (Hormel Foods Corp) 5010 EUCALYPTUS Ave. Chino, California 91710	Dave Abrams Steve Chand Steve@winghing.com	Pasta	Pasta, Spaghetti, Elbow macaroni, Whole grain pasta, Ingredients	8	Commercial
Ralcorp Holding, Inc. dba Ralston Foods, Div. PO Box 618 800 Market Street St. Louis, MO 63101-2506	John Griffith 314-877-7040	Cereal	Ingredients, Indirect, Travel, Packaging, Pallets, MRO	4 8	Commercial
Riceland Foods Inc. PO Box 927 Stuttgart, AR 72160-0927	Henry Putt 870-673-5232 hputt@riceland.com	Rice Products	Baler boxes, Corrugated boxes, Electrical items, Fexane, Maintenance items, Paper bags, Pressure sensitive labels	3 8	Commercial

**Farm Service Agency
Commodity Operations
International Procurement Division
Fiscal Year 2013 Subcontracting Opportunities Directory**

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote below)	Dollar Amount
ADM Edible Bean Specialties 4666 Fairies Parkway PO Box 1470 Decatur, IL 62525	Darin Aagard 217-451-2851 Darin.aagard@adm.com	Dry Edible Beans	Packaging Material, Field run beans, Bags, Transportation, Janitorial Services	8	Commercial
ADM Rice, Inc. 4666 Fairies Parkway Decatur, IL 62525	Tracey Wilber 217-451-2884 Tracey.Wilber@adm.com John Taylor John.Taylor@adm.com	Bulk/bagged rice	Tug services, Professional services, Maintenance supplies and services, and Inspections	8	Commercial
Archer Daniels Midland Company 4666 Fairies Parkway Decatur, IL 62525	Rachel Yardley Rachel.yardley@adm.com	Wheat flour, WSB, CSB, Cornmeal, SFCM, SFSG, Bulgur & SF/Bulgur	Bags, TCP, Calcium enrichment, Soy grits enrichment	8	Commercial
Archer Daniels Midland Company 4666 Fairies Parkway Decatur, IL 62525	Nancy Carlson 217-451-5028 Nancy.Carlson@adm.com Tracey Wilbur 217-451-2884 Tracey.Wilber@adm.com Chris Zora 217-451-5188 Chris.zora@adm.com	Bulk/bagged grain, Oilseeds and product, Edible beans and Handling services Value Added Soy Products	Tug services, Professional services, Maintenance supplies and services and Inspections	8	Commercial
Ag Processing Inc. PO Box 2047 Omaha, NE 68103	Chris Schaffer 402-498-5559 cschaffer@agp.com Cal Meyer 402-498-5559	Bulk Commodities and Products	Raw Products, Transportation, Services	8	Commercial

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote below)	Dollar Amount
Viterra 111 Main St, Suite 175 Lewiston, ID 83501	Raychel Cook 208-743-3343 Raychel.Cook@viterra.com	Peas, Beans & Lentils	Field run commodity, Trucking	8	Commercial
Bartlett & Company 4800 Main Street Suite 436 Kansas City, MO 64112-2510	Clinton Coyle 816-753-6300 ccoyle@bartlettmilling.com	Wheat flour	Wheat, Material, Supplies, Services	8	Commercial
Bunge North America, Inc. 2466 River Road Destrehan, LA 70047	John Cannavan 314-292-2000 John.cannavan@bunge.com Shana Carpenter Shana.carpenter@bunge.com	Bulk commodities and products	Construction supplies, Painting, Electrical, Security, Supplies, Office supplies, Travel, Misc. maintenance	8	Commercial
Bunge Milling Inc. 11720 Borman Drive St. Louis, MO 63146	Gregg Christensen 314-292-2255 gregg.christensen@bunge.com	CSB, Cornmeal, SFCM, Bulgur & SF/bulgur, Wheat soy blend	Calcium, Enrichment, Salt mix, Poly bags, Machine parts, Safety supplies, Lab supplies, Lubricant, TCP	8	Commercial
Cargill, Inc. P O Box 5606 Minneapolis, MN 55440	Karen A. Suedmeyer 612-742-6183 Karen_suedmeyer@cargill.com Timothy Milbrath 952-742-4648 Timothy_Milbrath@cargill.com	Bulk and bagged grain, Soybean processing Value Added Soy Products	Bagged grains, Tallow, Soybean meal, Transportation, and Fumigation, Packaging, Chemicals & ingredients, Equipment, IT/Communications services, Energy, Fin/Ins/Real estate, Warehousing	8	Commercial

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote below)	Dollar Amount
Challenge Dairy Products, Inc. 11875 Dublin Blvd. Dublin, CA. 94568-2843	Matt Hamann 925-361-4443 alan.maag@challengedairy.com	EFP A20, A-28, A-29, RUSF, RUTF	Product manufacturing, packaging, freight, storage and warehousing.	8	Commercial
CHS, Inc. 5500 Cenex Drive InverGrove Heights, MN 55077	Sue Erickson 651-355-6473 Sue.Erickson@chsinc.com Pam Schubbe 507-345-2232 Pam.Schubbe@chsinc.com	Bulk or bagged agricultural products Value Added Soy Products	Commodity purchases, Fumigation companies, Freight forwarders, Tow boat services, Transportation, Bags, Maintenance, Misc. supplies	8	Commercial
Columbia Grain Inc. 2051 Wilma Dr Clarkston, WA 99403	Bob McDonald 503-224-8624 bmcdonald@columbiagrains.com Shaw O'Connell 509-758-1000 soconnell@columbiagrains.com	Peas, Beans, & Lentils, Bulk and bagged grain products	Repair & maintenance of elevator and equipment, Supplies, Fumigation & Raw products	8	Commercial
Icicle Seafoods, Inc. 4010 21 st Ave. West Seattle, WA 98119	John Boynton 206-281-5342 johnb@iciclefoods.com	Canned Salmon	Raw fish procurement, Transportation	8	Commercial
Idaho-Pacific Corp PO Box 478 Ririe, ID 83443-0478	Jon Schodde 208-538-6971	Dehydrated Potato Products	Packaging supply Raw ingredients	8	

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote below)	Dollar Amount
Kalama Export Co., LLC 200 Market Street Suite 1930 Portland, OR 97201	Judi Namhie Judi.namhie@gavilon.com 503-274-1773	Bulk Grain	Maintenance, Security, Office supplies, Track repair, Grounds keeping, Millwright, Manufacturing, Reps, Electrical maintenance, Construction, Transportation	8	Commercial
LD Commodities Grains Merchandising LLC 4800 Main ST, STE 600 Kansas City MO 64112	Bruce Chapin 816-218-2370 Bruce.chapin@ldcom.com	Bulk grain	Raw grain, Fumigation, Surveying, Stevedoring, Freight forwarding, Misc. services, Packaging vendor, Inspection	8	Commercial
Mother Administered Nutritive Aid (MANA) 189 Seaboard Rd Fitzgerald, GA 31751	Mark Moore 229-796-1183	EFP-RUTF Emergency Food Products	Janitorial, Bags or Packaging Boxes, Marketing and Advertising, General Supplies/Office, etc., Temporary Labor, Trucking/Shipping, Warehousing, Finish Product Testing	8	Commercial
Ocean Beauty Seafoods LLC 1100 West Ewing Street Seattle, WA 98199-1321	Jan Koslosky 206-286-5641 Jan.koslosky@OceanBeauty.com	Canned Salmon	Raw fish procurement, Transportation	8	Commercial

Prime Contractor	Small Business Liaison (Phone and E-mail)	Major Product or Service	Subcontracting Opportunities	Contract Number (See footnote below)	Dollar Amount
Perdue Grain and Oilseed, LLC PO Box 1537 Salisbury, MD 21802- 1537	John Cassidy 410-543-3839 John.cassidy@perdue.com Mike.turner@perdue.com Toni.johnson@perdue.com	Bulk Oilseeds, Bulk Soybean Meal	Repair and maintenance, Administrative and support services, Food service	8	Commercial
The Solae Company 4300 Duncan Avenue St. Louis, Mo 63110-1110	Sharon Flinner 314-659-3725 SFlinner@solae.com	Value Added Soy Products	Supplies	8	Commercial
United Grain of Oregon 900 Washington St, STE 700 Vancouver, WA 98660-3177	Mark Heidegger 360-816-1941 mheidegger@unitedharvest.com	Bulk Commodities for Export	Maintenance, Bulk grain, Transportation, Freight, Janitorial, Ship agents, Supplies	8	Commercial

- 1/ Purchases are done weekly
- 2/ Purchases are done biweekly
- 3/ Purchases are done monthly
- 4/ Purchases are done quarterly
- 5/ Purchases are done semi-annually
- 6/ Purchases are done annually
- 7/ Purchases are based on the school calendar year
- 8/ Purchases are based on program needs

Betty Kunkel
 Farm Service Agency Commodity Operations
 Kansas City Commodity Office (KCCO)
 6501 Beacon Drive
 Stop 8500
 Kansas City, MO
 Telephone: (816) 926-3295
Betty.Kunkel@kcc.usda.gov

Forest Service

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years)	Dollar Amount
Smith Dalia Architects, LLC, 612 North Ave NE, Ste. C140, Atlanta, GA 30308	Thomas A. Dalia – 404.892.2443	Architectural-Engineering Services for Comprehensive Building Design and Architectural Services	Architect Engineer Services	AG-43ZP-C-12-0001/Base + Four (4) Option Years	Maximum for an individual task order shall not exceed \$1,000,000.00 not guaranteed - \$5,000,000.00
Pond and Company, 3500 Parkway Lane, Ste. 600, Norcross, GA 30092	John W. Cassidy – 678.336.7740	Architectural-Engineering Services for Mechanical, Electrical and Plumbing, Structural Engineering Services for Building, Site Planning and Design Services, Landscape Architecture and Civil Engineering	Architect Engineer Services	AG-43ZP-C-12-0002/Base + Four (4) Option Years	Maximum for an individual task order shall not exceed \$1,000,000.00 not guaranteed - \$5,000,000.00

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years)	Dollar Amount
STANLEY CONVERGENT SECURITY SOLUTIONS, INC. 55 SHUMAN BLVD ST 900 NAPERVILLE, IL 605638488	DANIEL MYSLEWSKI (703)861-2619 daniel.myslewski@sbdinc.com	SUPPORT-ADMINISTRATIVE: OTHER	SUPPORT-ADMINISTRATIVE: OTHER	AG04T1P120003	\$3,420.00
Engineering Remediation Resources Group, Inc. 115 Sansome Street, Ste 200, San Francisco, CA 94328	Randy Randall 925-969-0750, x-2211	Mine Reclamation	Site Surveying, Install barrier lining to prevent hazardous materials from leaching into the ground water	AG-9A63-D-11-0068	\$2,671,243

Cele Aguirre-Bravo
 Forest Service, Business Operations
 Sustainability Acquisition and Management Policy
 1621 N. Kent Street, Ste. 707
 Arlington, VA 22209-2131
 Telephone: (703) 605-5144
[\(Caquirrebravo@fs.fed.us\)](mailto:Caquirrebravo@fs.fed.us)

RURAL DEVELOPMENT (RD)

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years)	Dollar Amount
Unisys Corporation 11720 Plaza America Dr. Reston, VA 20190-4757	Melanie Crouch Contracts Manager 703-439-5788 melanie.crouch@unisys.com	Guaranteed Program Loan Accounting System (GLS)	Guaranteed Program Loan Accounting System (GLS)	AG-31ME-C-09-0021 Option Year 3 of 4	\$25,000.000
Deloitte & Touche 1750 Tysons Blvd Suite 800 McLean, VA 22102	Robert Antoine (571) 882-5947 RAntoine@Deloitte.com	Single Family Housing Guaranteed Loan Program Lenders	Services Monitoring	AG-31ME-C-09-0032 Option Year 2 of 4	\$5,600,000
Rose International, Inc. 16401 Swingley Ridge Dr., Ste. 30 Chesterfield, MO 63017	Rick Pea rpea@roseint.com Greg LaRose Accounts Receivable - Asst. Mgr. (888) 430-7673 ext. 2081 glarose@roseint.com	Technical Support Services to provide maintenance support and enhancement development to the Automated Multi-Family Housing Accounting System (AMAS)	Technical Support Services	AG-31-C-08-0019 5 Years	\$9,600,720.12
Nat'l Rural Water Assoc. 2915 S 13 th St. Duncan, OK 73533	Claudette Atwood, CFO (580) 252-0629 nrwaca@nrwa.org	Rural Water Circuit Riders	Rural Water Circuit Riders	AG-31ME-C-08-1029 (ending 4-30-2013)	\$14,347,013

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